

A man in athletic wear is seen from the back, stretching his leg while standing on a wooden walkway of a bridge. He is wearing a dark tank top, shorts, and a wristband. The background shows the bridge's steel structure and a body of water. The Aetna logo is overlaid in large white letters.

# aetna

## Value-based Contracting

Delaware

August 2017

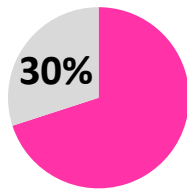
# A move to value-based models

Payers, employers and providers will continue to move toward value-based models.

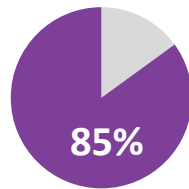
**VBC % of Aetna reimbursements**

**Delaware - 53.7% through May 2017**

**75% of payments are expected to be value-based by 2020.<sup>1</sup>**  
Aetna is committed to helping providers achieve this goal.

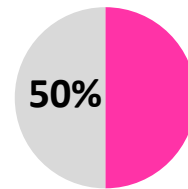


**2016<sup>2</sup>**

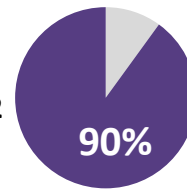


ACOs

Value-Based  
Hospital Programs



**2018<sup>2</sup>**



ACOs

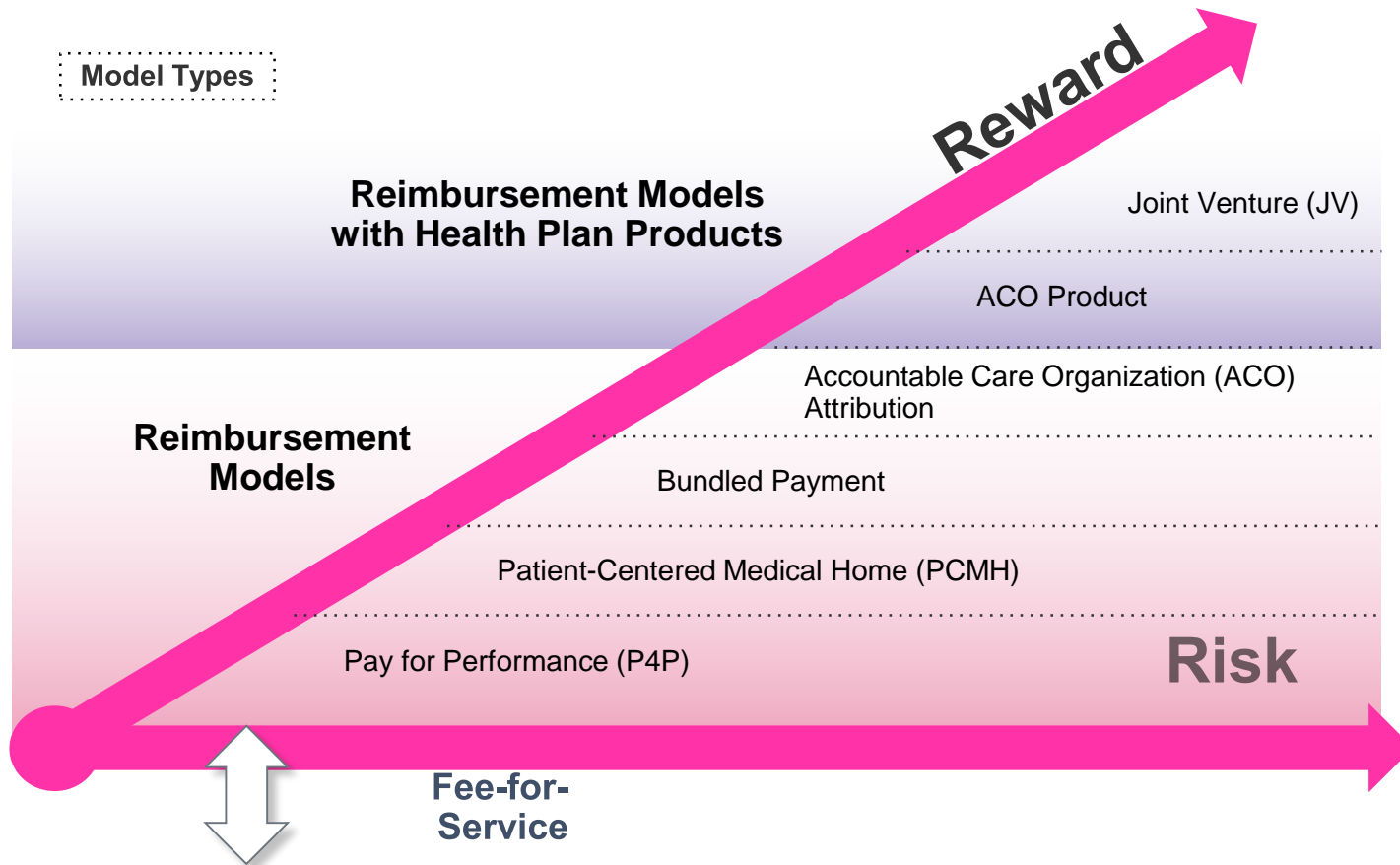
Value-Based  
Hospital Programs

**Payers, Employers, and Delivery Systems' Goals Align:**  
Desire for payment reform, higher quality care, and more transparency.<sup>3</sup>

<sup>1</sup> [Modern Health care](#) <sup>2</sup> <https://www.advisory.com/daily-briefing/2015/01/29/20-health-systems-insurers-agree> <sup>3</sup> [FierceHealth Payer](#)

# A multi-year plan

A multi-year plan to convert our entire network to value-based payment with a glide path to ensure no providers are left out.



# Comparison of value-based care models

Reimbursement Models				Reimbursement with Health Plan Products		
	Pay-for-Performance (P4P)	Patient Centered Medical Home (PCMH)	Bundled Payment	Accountable Care Organization (ACO) Attribution	ACO Product	Joint Venture
	<b>A first step into value-based contracting:</b> Payment shifted from Fee-for-Service (FFS) to incentives for meeting quality goals	<b>Primary care model:</b> 1. Coordinate care for patients, using team-based care and the EHR 2. Enhance care with Aetna care management programs	<b>Specialty care model:</b> 1. Coordinate care 2. Eliminate waste 3. Align to evidence-based best practices across practitioners and sites, and over a period of time	<b>Population health model manages all care for attributed members:</b> 1. Team-based care 2. The EHR 3. Enhanced collaboration with Aetna care management programs	<b>Population health model with participation in a health plan:</b> 1. Shared savings and risk for managing medical costs, quality 2. Opportunity to attract new patients	<b>Payer-provider partnership to launch a health insurance company:</b> 1. Share in earnings and risk 2. Employ increased capabilities and expertise
Financial Opportunity	Shift portion of payment from FFS to incentives for improvement <b>quality</b> measures	ACP payments and incentives for <b>quality</b> and <b>efficiency</b> improvements	Reduce <b>episode costs</b> , share savings and risk for reducing complications and waste, and improve <b>quality</b>	Shift portion of reimbursement from FFS to ACP payments and incentives for <b>quality</b> and total <b>cost of care</b> improvements, with risk for poor performance	Share in <b>health plan savings and risk</b> , with best-in-market PMPM medical costs and <b>quality</b> measure improvements	Share of <b>health plan earnings and risk</b>
Applicability	Primary Care, Cardiology, Orthopedics, OB-Gyn, multispecialty practices and hospitals	Primary care medical home practices	Orthopedics, Cardiology, Maternity, Multispecialty practices, Post-Acute providers, and Hospital systems	Health systems/ integrated delivery systems (IDS), clinically integrated networks (CINs) and large primary care	Health systems/IDS, CINs	Health systems/IDS, CINs

SUPPORT LEVELS

SUPPORT LEVELS

# Aetna Provider & Member Value-based Penetration in Delaware

---

## **PCMH Recognition**

Members – 18,183

Providers – 342

PCP model

## **Membership**

45,451 Aetna Members Included in VBC arrangements representing 46% of total Delaware membership

## **Providers**

2,222 Providers participating in Aetna VBC arrangements representing 44% of the total Aetna Network of Providers in Delaware

## **AIM HMO**

- ✓ Custom HMO model designed exclusively for State of Delaware GHIP Aetna HMO members.
- ✓ This innovative HMO model will increase member engagement and improve population health.
- ✓ Aetna's AIM HMO includes provider based financial risk directly associated with reducing costs, while improving quality and overall member health.

## **Physician (P4P)**

Members – 7,901

Providers – 431

PCP Model

## **Hospital (P4P)**

Members – 19,048

Providers – 1003

## **Specialist (P4P)**

Members – 319

Providers – 476

A man in athletic wear is seen from the back, stretching his leg while standing on a wooden walkway of a bridge. He is wearing a dark tank top, shorts, and a wristband. The background shows the bridge's steel structure and a body of water. The Aetna logo is overlaid in large white letters.

# aetna

## Centers of Excellence

Delaware

August 2017

# Aetna Institutes Program™

	Institutes of Excellence™	Institutes of Quality®
<b>Covered conditions</b>	<ul style="list-style-type: none"> <li>• Transplants</li> </ul>	<ul style="list-style-type: none"> <li>• Orthopedic: spine, total joint replacement</li> <li>• Cardiac: cardiac medical intervention, cardiac rhythm disorders, cardiac surgery</li> <li>• Bariatric surgery</li> </ul>
<b>Network size</b>	<ul style="list-style-type: none"> <li>• Large, national</li> </ul>	<ul style="list-style-type: none"> <li>• Large, regional</li> </ul>
<b>Designation process</b>	<ul style="list-style-type: none"> <li>• Extensive quality and cost-effectiveness criteria</li> </ul>	<ul style="list-style-type: none"> <li>• Measures of volume, clinical performance, access and efficiency</li> </ul>
<b>Other support</b>	<ul style="list-style-type: none"> <li>• Dedicated contracting, medical management and claims/member service teams</li> <li>• National coordination of care</li> </ul>	<ul style="list-style-type: none"> <li>• National Medical Excellence Program® for travel and lodging approval</li> <li>• Regional coordination of care</li> <li>• Dedicated, national Institutes of Quality team</li> </ul>

Benefit differential applies to Institutes of Excellence and Institutes of Quality to encourage members to access care through these providers.

# Institutes of Quality – Orthopedic Facilities

*(Closest proximity for your members)*

## Institutes of Quality – Orthopedic

- Christiana Care Health Services – Delaware
- Franklin Square Hospital Center, Inc – Maryland
- Frederick Memorial Hospital – Maryland
- Greater Baltimore Medical Center – Maryland
- John Hopkins Bayview Medical Center – Maryland
- Mercy Medical Center – Maryland
- Montgomery General Hospital, Inc – Maryland
- Peninsula Regional Medical Center – Maryland
- Saint Agnes Hospital – Maryland
- Suburban Hospital – Maryland
- The Union Memorial Hospital – Maryland
- University of Maryland Upper Chesapeake Medical Center - Maryland
- Advanced Surgical Hospital – Pennsylvania
- Allegheny General Hospital – Pennsylvania
- Brandywine Hospital – Pennsylvania
- Chester County Hospital – Pennsylvania
- Heritage Valley Beaver – Pennsylvania
- Heritage Valley Sewickley – Pennsylvania
- Holy Redeemer Hospital – Pennsylvania
- Lancaster Regional Medical Center – Pennsylvania
- Lankenau Medical Center – Pennsylvania
- Lehigh Valley Hospital – Pennsylvania
- Riddle Hospital – Pennsylvania
- Thomas Jefferson University - Pennsylvania

# Institutes of Quality – Cardiac Facilities

*(Closest proximity for your members)*

## Institutes of Quality – Cardiac

- Franklin Square Hospital Center, Inc – Maryland
- John Hopkins Bayview Medical Center – Maryland
- John Hopkins Hospital - Maryland
- Peninsula Regional Medical Center – Maryland
- Saint Agnes Hospital – Maryland
- University of Maryland Medical Center – Maryland
- Holy Spirit – Pennsylvania
- Pinnacle Health at Harrisburg Hospital – Pennsylvania
- St. Joseph Medical Center – Pennsylvania
- St. Luke's University Hospital – Pennsylvania
- The Milton S. Hershey Medical Center – Pennsylvania

# Institutes of Quality –Bariatric Facilities

*(Closest proximity for your members)*

## Institutes of Quality – Bariatric

- Christiana Care Health Services – Delaware
- St. Francis Hospital - Delaware
- Anne Arundel Medical Center – Maryland
- Greater Baltimore Medical Center – Maryland
- Meritus Medical Center – Maryland
- Peninsula Regional Medical Center – Maryland
- Saint Agnes Hospital – Maryland
- Sinai Hospital of Baltimore, Inc
- University of Maryland Medical Center – Maryland
- Abington Hospital – Pennsylvania
- Albert Einstein Medical Center - Pennsylvania
- Bryn Mawr Hospital (Elkins Park) - Pennsylvania
- Crozer Chester Medical Hospital - Pennsylvania
- Einstein Medical Center - Pennsylvania
- Mercy Fitzgerald - Pennsylvania

## Institutes of Quality – Bariatric

- Pennsylvania Hospital – Pennsylvania
- Sacred Heart Hospital – Pennsylvania
- Saint Luke – Allentown Campus – Pennsylvania
- Temple University Hospital – Pennsylvania
- The Hospital of the University of Pennsylvania – Pennsylvania
- Thomas Jefferson University Hospital – Pennsylvania

# Institutes of Excellence – Transplant Facilities

*(Closest proximity for your members)*

## Institutes of Excellence – Transplant

- DuPont Hospital for Children - Delaware
- John Hopkins Hospital - Maryland
- University of Maryland Medical System - Maryland
- Albert Einstein Medical Center – Pennsylvania
- Allegheny General Hospital – Pennsylvania
- Children’s Hospital of Philadelphia (CHOP) – Pennsylvania
- Children’s Hospital of Pittsburgh – Pennsylvania
- Hahnemann University – Pennsylvania
- Hospital of University of Pennsylvania (HUP)
- Lankenau Medical Center – Pennsylvania
- Lehigh Valley Hospital – Pennsylvania
- Milton Hershey Medical Center – Pennsylvania
- Pinnacle Health System at Harrisburg Hospital – Pennsylvania
- Temple University Hospital – Pennsylvania
- Thomas Jefferson University Hospital – Pennsylvania

**Thank  
you**

**aetna®**